

Message Text

UNCLASSIFIED

PAGE 01 NEW DE 11540 281419Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----123540 281428Z /45

P R 281200Z JUL 78
FM AMEMBASSY NEW DELHI
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 3068
AMCONSUL BOMBAY
47 ?5-/AMCONSUL CALCUTTA 1951
AMCONSUL MADRAS

UNCLAS NEW DELHI 11540

E.O. 11652: N/A
TAGS: BEXP IN
SUBJECT: INDIAN AGENT FEES

REF: USDOC 21261

1. THERE ARE NO STATUTORY LIMITS ON PAYMENT OF COMMISSIONS TO INDIAN AGENTS OF FOREIGN FIRMS. THIS INFORMATION HAS BEEN PROVIDED USBY OFFICIALS OF THE GOI MINISTRY OF SUPPLY AND THE DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS.

2. WE HAVE ALSO DISCUSSED THE MATTER INFORMALLY WITH SEVERAL INDIAN BUSINESS REPS HAVING COMMERCIAL ASSOCIATIONS WITH US, BRITISH, GERMAN AND JAPANESE FIRMS AND HAVE BEEN ADVISED THAT WHERE PAYMENT OF COMMISSION IN EXCESS OF 7 1/2 PERCENT IS INDICATED GOI AND PUBLIC SECTOR PROCUREMENT AGENCIES HAVE SOMETIMES RAISED OBJECTIONS AND HAVE DEMANDED THAT IT BE BROUGHT DOWN TO EITHER 7 1/2 PERCENT OR A OOWER LEVEL. IN SOME CASES, INDIAN AGENTS HAVE BEEN SUCCESSFUL IN NEGOTIATING RETAINER FEE ARRANGEMENTS WITH THEIR PRINCIPALS TO COMPENSATE THEM FOR THE LOWER COMMISSIONS AND TO MEET HEAVY PROMOTIONAL EXPENSES.

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SUCH ARRANGEMENTS HOWEVER, ARE NOT COMMON PRACTICE.
GOHEEN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978NEWDE11540
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780310-0332
Format: TEL
From: NEW DELHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978079/aaaaahrb.tel
Line Count: 57
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 755e827a-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2100760
Secure: OPEN
Status: NATIVE
Subject: INDIAN AGENT FEES
TAGS: BEXP, IN
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/755e827a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
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